

FY '20 Annual Report



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Delaware
DIVISION OF SMALL BUSINESS

The Mission

The Division of Small Business works to make Delaware the best state in the US to start or grow a small business.

1

We provide support to businesses of fewer than 100 employees to help them maximize their potential.

To help small businesses succeed, the Division offers customized services and support, ranging from assistance navigating governmental regulations to connecting them to an extensive network of resource partners.

2

We focus on traditionally under-served populations to create a more diverse and vibrant business community.

The Division emphasizes supporting minority-owned, woman-owned and veteran-owned businesses, as well businesses owned by individuals with disabilities. It also assists businesses in under-served geographic areas.

3

We champion the state's tourism industry by promoting Delaware's endless discoveries to visitors.

The Division, through the Delaware Tourism Office, markets the state as a top vacation destination, which benefits the many small businesses that are part of the state's \$3.5 billion tourism industry.

4

We collaborate with state and local governments to create a better environment for economic growth.

The Division works with all levels of government to streamline the regulatory process to make it easier to open new businesses and expand existing ones.

5

We are responsible stewards of taxpayer dollars.

The Division, by vetting businesses seeking grants or loans from a variety of programs, ensures taxpayer dollars are invested wisely and in a way that maximizes the positive impact on economic development.



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Office of Supplier Diversity

The Division of Small Business is an agency of the Delaware Department of State.





Fiscal Year 2020

A Tale of Two Years

For the Division of Small Business and Delaware Tourism Office, Fiscal Year 2020 was actually a tale of two years. The first half of FY '20 saw the agencies build on the programming started the year before, such as EDGE grants. The second half, like so much else, was consumed with responding to the COVID-19 pandemic.

When coronavirus struck in March, the DSB and DTO immediately pivoted to support their core constituency – the small business owners and entrepreneurs of Delaware.

In the early moments of the pandemic, the Division helped ensure Delaware small businesses were eligible for federal economic disaster loans.

Just a few days later, the Division launched HELP (Hospitality Emergency Loan Program) to provide low-interest loans to hundreds of businesses in the most seriously affected industries, including hospitality and personal care.

Nearly \$2.6 million was distributed to almost 300 businesses under the program through the end of FY '20.

Since the beginning of the crisis, Governor Carney has often said a healthy economy requires a healthy community. So, DSB also helped businesses understand the containment measures that were put in place to slow the spread of COVID-19, and made sure they had a voice when it came to planning for reopening.

As Delaware prepared to reopen its economy, DSB launched the Customer Protection Standards to help businesses let consumers know they are creating a safe environment for them. Under the program, businesses continue to commit to customer and employee safety by following COVID-19 protocols.

It is a testament to the creativity and ingenuity of Division staff that both HELP and the Customer Protection Standards have been duplicated by other states and municipalities.

At the same time, the Delaware Tourism Office mobilized





to better assist hotels, restaurants, attractions and tourism organizations that were hard hit by the pandemic.

DTO, which was coming off a record year for Delaware tourism, provided information vital to the groups it serves.

It also worked with the Governor's office to launch the Summer Safely program and developed a Go-To Guide with tips for Delaware residents and out-of-state visitors on how to explore Delaware safely. DTO staff also provided customized travel itineraries through the Discovery Advisors program.

Early on, when many stores were closed and restaurants could not offer indoor dining, DTO stood up an online database showing retailers and hundreds of restaurants open for delivery, take-out and curbside pickup.

What DSB and DTO did in the last four months of FY '20 was a far cry from what they did during the first eight months when the focus was all about expansion.

Winners of the first two rounds of EDGE (Encouraging Development, Growth and Expansion) Grants, a competitive program to provide small business owners the funds needed to position their businesses for future growth, were announced in September 2019 and January 2020. Twenty companies, in a variety of industries, from clean energy to medical devices, eateries to apparel, received almost \$1.5 million combined.

The Division had received and was reviewing applications for a third round of grants in Spring 2020 when it had to change gears.

Meanwhile, DTO launched the first Women of Hospitality conference with the Delaware Restaurant Association, grew sales in the first half of FY '20 compared with the first six months of FY '19 and led another successful Slam Dunk to the Beach, which brought \$2.2 million to southern Delaware's economy.

It was not easy, but was essential, for DSB and DTO to put aside so many worthwhile and fruitful efforts from the first part of the year. The entire Division stepped up in a way far beyond what the administration could have envisioned as necessary when restructuring the State's economic development systems three years ago.

As FY '20 rolls into FY '21, the challenges created by the pandemic continue. I thank the entire team for its commitment to protecting both the economy of the state and the health of its residents. Together we can ensure Delaware's best days are ahead of us.

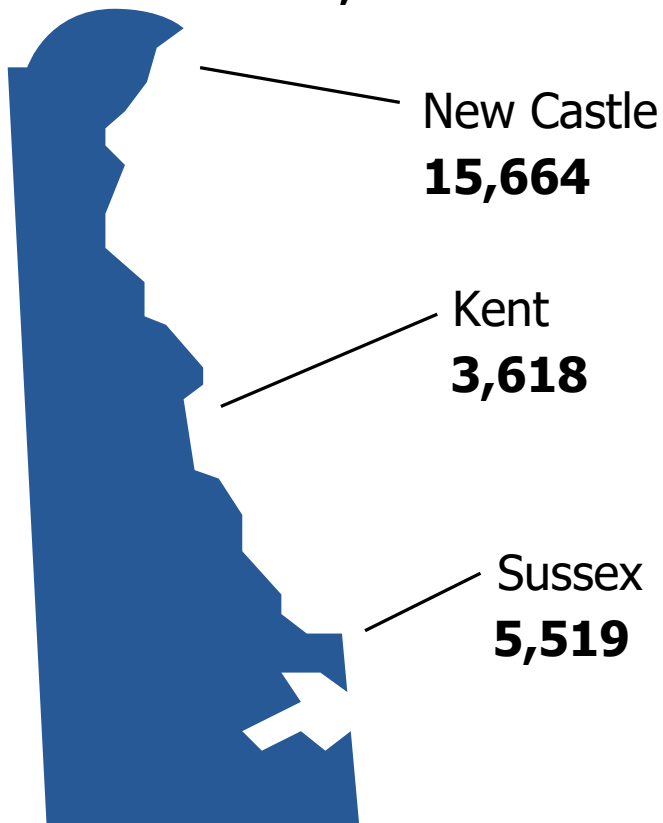
Jeffrey W. Bullock
Secretary of State



Delaware FY '20 Small Business Landscape



Delaware Small Businesses
24,873



222,552 jobs
(55% of workforce)



\$10.35 billion in wages
(45% of all wages)



98% of businesses



Working with Businesses

The Division of Small Business's primary mission is to support the state's small business community. The Division's regional business managers (one for each county and Wilmington) are the front line of that effort. During FY '20 they helped more small businesses than ever before, many times acting as the the place for businesses to turn when they faced significant

hardships due to COVID-19.

In the first half of the year their efforts centered on assisting business owners and those looking to start a business with resolving regulatory issues with government agencies, assisting in finding possible sources of capital and referring them to resource partners that can assist with business formation and

expansion. Even more specifically, they worked with business owners applying for three rounds of EDGE business expansion grants, including helping the finalists prepare their presentations before a panel of judges.

When the pandemic hit, the regional business managers stepped up to help thousands of

small business owners navigate the challenges of running a business amid the COVID-19 pandemic. They worked one-on-one with restaurants, personal care businesses and hospitality businesses in applying for the state's HELP loan program. They helped business owners maximize their opportunities within the states' COVID-19 restrictions and explained to business owners the myriad of additional available loan and grant programs.

During COVID-19 more than ever before, efforts that directly engaged with small businesses became the focus of all of the DSB staff.

The Business Finance Unit launched the Hospitality Emergency Loan Program in March (more on page 13). The Delaware Tourism Office turned from marketing to rapid response, which included multiple efforts to stabilize businesses in the hard-hit hospitality industry (more on page 19). The Communications team developed new programs, like the COVID-19 Customer Protection Standards (more on page 22). And the Division staff leading Delaware on Main and the Office of Supplier Diversity homed in on the best ways to support their constituencies (more on page 18 and 36, respectively).



EDGE Grants

EDGE Grants are designed to grow the state's economy through financial support for promising early-stage Delaware companies to increase production capacity, hire more workers and level the playing field with larger, more established competitors.

EDGE (Encouraging Development, Growth and Expansion) is a competitive program open to businesses that are at least 51 percent based in Delaware, have been in business for less than five years and employ no more than the equivalent of 10 full-time employees. Science-based businesses (STEM Class) are eligible for as much as \$100,000. All other businesses (Entrepreneur Class) can receive up to \$50,000. Funds are awarded as a 3-to-1 match on qualified expenses.



"It is incredible to see what the innovative entrepreneurs in this state are accomplishing."
- Gov. John Carney

Gov. John Carney and DSB launched the grants in FY '19. There were two complete EDGE rounds held in FY '20 with winners announced in September and January.

The Division had completed the application period for the third round of EDGE Grants and was preparing to move into the finalist phase when the pandemic struck in March. The EDGE Grant program was then put on hold until a later date. A breakdown of applicants is below.

	Round 1	Round 2	Round 3
STEM	46	36	31
Entrepreneur	92	63	79
Total	138	99	110





Round 1 (Summer 2019)

The following businesses won grants in Round 1.

Entrepreneur Class

BBD MidAtlantic

This woman-owned business operates a successful blow out-bar in called Blo Blow Dry Bar. It will use the grant to move to a larger space which will enable it to expand its staff and serve more customers.

entreDonovan Wholesale

This women-owned company uses 3D technology and digital pattern making to produce custom women's apparel for the workplace. It will use the grant to pursue its national growth strategy.

Grey Fox Capital

This veteran-owned firm manages a fund which raises money to invest in real estate projects in Opportunity Zones in

Entrepreneur

Business

BBD MidAtlantic Inc	\$50,000	\$ 20,000	New Castle
entreDonovan Wholesale	\$50,000	\$ 20,000	New Castle
Grey Fox Capital LLC	\$47,800	\$ 26,200	New Castle
Impact Graphix & Signs, LLC	\$50,000	\$ 30,000	Sussex
Tomeka's Homestyle Eatery	\$50,000	\$ 60,000	Kent

STEM

Business

Avkin	\$100,000	\$ 36,000	New Castle
Ezy Venture, LLC	\$100,000	\$ 33,333	Kent
Napigen, Inc	\$100,000	\$ 65,000	New Castle
PTHERA, LLC	\$100,000	\$ 50,000	New Castle
W7 Energy LLC	\$100,000	\$ 33,333	New Castle

Delaware. It will use the grant for market analysis, marketing and legal fees.

Impact Graphix & Signs

This woman-owned business installs commercial signs and awnings in southern Delaware and on the Eastern Shore of Maryland. It will use the grant to purchase a second bucket truck to meet demand for the company's services.

Tomeka's Homestyle Eatery

This minority- and woman-

owned business plans to open a home-style, soul food restaurant in Dover. The owner already sells her food at the city's farmers market.

STEM Class

Avkin

This woman-owned business develops medical simulation equipment to train healthcare professionals. It will use the grant to accelerate efforts to market its products to hospital systems across the U.S.



EZY Venture

This woman-owned business processes industrial hemp and extracts CBD oil. It will use its grant to purchase the equipment it needs to extract and process the oil at scale, helping it to meet the growing demand for this product.

Napigen

The company is developing a hybrid, non-GMO wheat variety which may help ease the world's grain shortage. It will use the grant to achieve two milestones critical for launching seed production.

Neurothera

The company uses light (photobiomodulation) to treat diseases and injuries affecting the brain. It will use the grant to complete a preliminary study to investigate the technology as a possible treatment for Parkinson's disease.

W7 Energy

This spin-out company from the University of Delaware is using a new class of hydroxide



exchange membranes to power zero-emission fuel cell electric vehicles. It will use the grant on rent for a larger laboratory space and to market to potential new customers.

Round 2 (Fall 2019)

The following businesses won grants in Round 2.

Entrepreneur Class

Best Music Coach

This company offers online music lessons for voice a variety of instruments, including guitar and piano. It will use its grant to upgrade its online platform and add online learning materials.

Dolce Bakery and Coffee Shop

This bakery-café will use the grant to upgrade its equipment and market its new services and a second Milford location.

Fur Baby Tracker

This woman-owned company will use its grant to roll out the mobile app it developed that lets pet parents track the progress of their cat or dog's treatment during a stay at a veterinary hospital.

Entrepreneur

Business

Best Music Coach LLC	\$35,829	\$11,943	Kent
Dolce Bakery and Coffee, LLC	\$30,367	\$10,122	Kent
Fur Baby Tracker, LLC	\$50,000	\$90,000	New Castle
Volunteer Brewing	\$49,330	\$16,443	New Castle
WilmInvest LLC	\$50,000	\$16,680	New Castle

STEM

Business

2M, LLC	\$100,000	\$33,359	New Castle
4th Phase Water Technologies LLC	\$100,000	\$33,800	New Castle
Lignolix, Inc.	\$100,000	\$33,333	New Castle
MCET Technologies LLC	\$95,000	\$95,000	New Castle
Veramorph LLC	\$100,000	\$50,000	New Castle

Volunteer Brewing Co.

This family-owned craft brewing company located in downtown Middletown will use its grant to purchase new brewing and fermentation equipment to expand production.

WilmInvest

This company purchases and renovates single-family homes in Wilmington which it leases to nonprofits and governmental entities to house families in need of housing and supportive services. It will use the grant to purchase and

Award Match County

Award Match County

renovate additional homes.

STEM Class

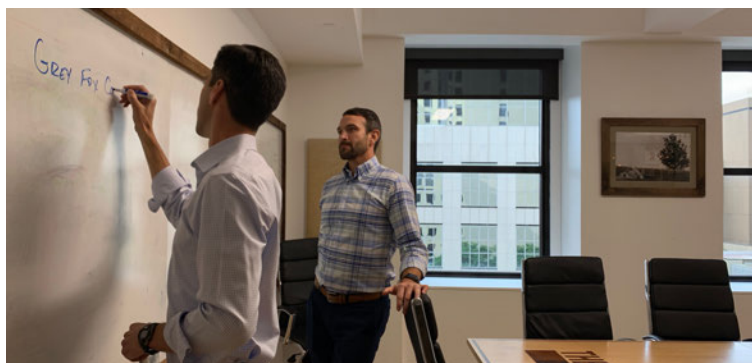
2M LLC

This company makes an fast-charging battery, which can provide a less than 10-minute charge for E-mobility applications, enabling an electric vehicle to go 200 miles on a 10-minute charge. 2M will use the grant to scale up production to meet customer demand.

4th Phase Water Technologies

This company is focused on





commercializing binder-free carbon nanotube sheets made using its proprietary processes. The sheets are superior filtration/separation membranes and electromagnetic interference shielding material

for a host of industries including bioprocessing and defense. The company will use its grant on additional lab equipment and for marketing.

Lignolix

This company is developing sustainable products from biomass, such as that which is produced in beer manufacturing. It will use the grant to scale up its chemical process, increase production capacity and attract larger commercial customers.

MCET Technologies

This company developed a way of integrating sensors into textiles that can be used to monitor a patient during physical rehabilitation. It will use the grant to scale up manufacturing to increase production and expand applications.

Veramorph Materials

This company developed a hydrogel-based system that allows the body to absorb pharmaceuticals more efficiently. It will use its grant for critical equipment for R&D services for pharmaceutical companies and to conduct toxicology studies.

Hospitality Emergency Loan Program (HELP)

The Division of Small Business introduced the Hospitality Emergency Loan Program (HELP) on March 18 to provide financial relief to Delaware restaurants, bars, hotels and other hospitality businesses, all industries hit hard by COVID-19.

The program provides 10-year, interest-free loans of up to \$10,000 per month to small businesses for rent, utilities and other unavoidable expenses other than personnel costs.

The program is funded through the State Small Business Credit Initiative (SSBCI) as a supplement to federal programs, including the Payroll Protection Program.

On March 26, eligibility was expanded to personal care businesses, including barbershops, hair salons and nail salons. The annual revenue cap also increased from \$1.5 million to \$2.5 million.

In April, the annual revenue cap was raised to \$15 million for businesses in the restaurant industry, in an effort to help them through what had become an increasingly difficult time.

Through the end of FY '20, the program had dispersed \$3.2 million to 335 businesses across the state. A list of loan recipients and amounts follows.



**"We deployed as quickly as possible. HELP went from idea to operational in a 48-hour period."
- Damian DeStefano,
Division Director**

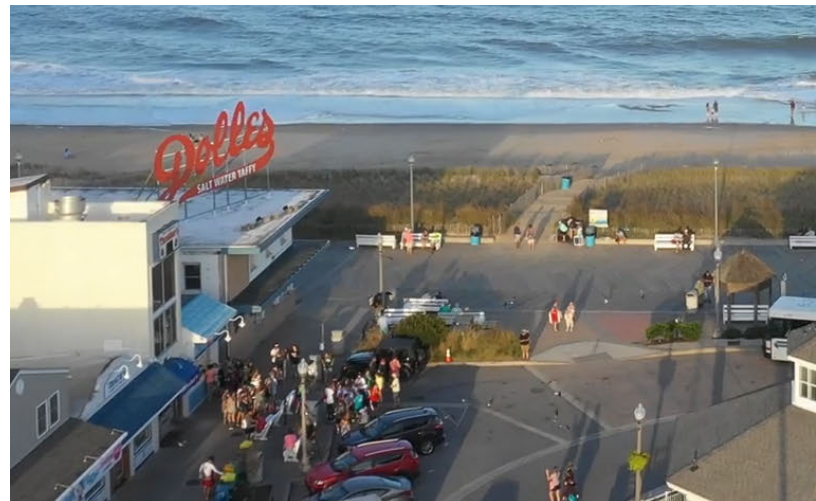
Business	County	Amount
14 Global	Sussex	\$5,563.75
1412 Associates	New Castle	\$18,796.73
1776 Steakhouse LLC	Sussex	\$27,931.77
1984 Arcade Bar	New Castle	\$6,938.13
216 9th Retail LLC	New Castle	\$6,863.00
302 Restaurant Crew	Sussex	\$4,908.74
510 Diner Ventures LLC	Sussex	\$9,841.88
610 Market Street LLC	New Castle	\$23,482.12
764 Dover Leipsic	Kent	\$10,000.00
AJT Inc	New Castle	\$4,938.43
AIH Lewes LLC	Sussex	\$9,463.34
AIH Route One LLC	Sussex	\$10,000.00
Arpatel Inc	New Castle	\$9,277.61
Artistry Salon Studio	New Castle	\$2,970.51
Artt Studio 4 Hair	Kent	\$2,343.71
Ashbourne Swim Club Inc	New Castle	\$7,517.32
Ashby Hospitality	Multiple	\$50,000.00
Aspire Wellness	New Castle	\$5,534.67
At Melissa's Bed & Breakfast	Kent	\$4,365.94
Atlantic Oceanside Resort	Sussex	\$10,000.00
Aurea's Mexican Restaurant	New Castle	\$2,750.00
Autumn Arch Beer Project LLC	New Castle	\$14,353.92
Avenue Day Spa LLC	Sussex	\$9,287.10
Azzurro Italian Oven & Bar	Sussex	\$15,500.00
Bamboo Inc	New Castle	\$33,040.00
Bar Fly LLC	New Castle	\$8,353.82
Beach Craft Restaurant Group LLC	Sussex	\$10,000.00
Beachfire Brewing Co	Sussex	\$20,000.00
Bean Counters	Sussex	\$4,274.89
Beatty's Safari Lounge	New Castle	\$4,216.35
Belle Beaute Spa	New Castle	\$5,342.55
Bellefonte Cafe Inc	New Castle	\$5,643.48
Benvenuto	Kent	\$9,538.11
Bethany Beach Goods & Bike Rentals	Sussex	\$4,319.67
Blue Earl Brewing Co	Kent	\$5,728.87
Blue Palm LLC	New Castle	\$6,502.20
Blue Water House Inc	Sussex	\$5,844.00
BlueBallRoom LLC	New Castle	\$10,815.76
Body Images LLC	New Castle	\$1,170.00
Branmar Burritos LLC	New Castle	\$26,622.54
Brick Hotel on the Circle	Sussex	\$7,476.69
Bryan's Bowling Center	Sussex	\$7,203.07

Business	County	Amount
Cabanas Restaurant	Sussex	\$4,367.57
Café Mezzanotte of Wilmington Inc	New Castle	\$17,199.16
Caffe Gelato	New Castle	\$19,453.03
Caly Professional Services	Sussex	\$1,633.15
Caroline Spa & Salon	Sussex	\$1,849.00
Carsa Inc	New Castle	\$17,860.03
Cavaliers Bella Vita Catering Services Inc	New Castle	\$10,000.00
Cavanaughs Restaurant	New Castle	\$7,501.89
CAVID LLC	Sussex	\$5,128.77
CDFE LLC	Sussex	\$4,941.33
CE Chadwell Enterprises LLC	Sussex	\$8,345.88
Celtic Crossing	Kent	\$8,395.20
Center Nails	Kent	\$2,769.84
Chelsun Inc/The Melting Pot Restaurant	New Castle	\$10,000.00
Cheveux Salon	Kent	\$1,500.06
Chucktown Ventures LLC	Sussex	\$4,396.45
Churchmans Hospitality LLC	New Castle	\$8,094.92
Classic Tennis 2 LLC	New Castle	\$3,922.37
Clear Space Theatre Company	Sussex	\$10,000.00
CNU Fit	Kent	\$7,214.75
Coastal Brewing Co	Kent	\$30,000.00
Concord Pasta Inc	New Castle	\$10,000.00
Coneheads Ice Cream	Kent	\$5,811.69
Conquest Ventures II LLC	New Castle	\$4,597.07
Cottage Industries	New Castle	\$18,126.12
CP Shots	New Castle	\$16,485.48
Crabby Dicks Delaware Inc	Sussex	\$67,749.00
Crissman Inc	Kent	\$4,898.49
Cropped Salon LLC	New Castle	\$4,461.56
Crossroad Towers Inc	New Castle	\$14,167.00
Currie Hair Skin and Nails of Justison Landing	New Castle	\$10,000.00
CustomFit360 LLC	Sussex	\$6,692.47
CYBG LLC	New Castle	\$9,107.27
D & D Provisions	New Castle	\$6,922.74
David Michael Blight	Kent	\$921.88
DeAngelis Enterprises	Sussex	\$18,906.00
Delaware Adventures	Sussex	\$20,000.00
Delaware Botanic Gardens	Sussex	\$1,990.62
Delaware Children's Museum	New Castle	\$10,000.00
Delaware Zoological Society	New Castle	\$5,665.84
Deli Days LLC	Multiple	\$40,712.44
Delicias Del Paladar LLC	New Castle	\$1,765.06



Business	County	Amount
Delmarva Board Sport Adventures LLC	Sussex	\$9,540.47
Diamante Distillers Inc	New Castle	\$10,743.08
Diehl Ventures LLC	Sussex	\$17,289.52
Dillon's Driftwood Enterprises	Sussex	\$14,389.38
Diva Nails	New Castle	\$3,430.84
Do Over LLC	New Castle	\$4,857.46
Dogus Inc	New Castle	\$8,196.44
Dolce Bakery and Coffee Shop LLC	Sussex	\$4,496.39
Dolles Candyland Inc	Sussex	\$66,391.12
Drip Café LLC	New Castle	\$10,000.00
Eagle Hospitality Group LLC	Kent	\$10,000.00
easySpeak LLC	Kent	\$18,595.68
Eat Clean Juice Bar LLC	New Castle	\$2,276.59
Eat Out LLC/DiFebo Restaurant Group	Sussex	\$6,016.73
El Mariachi Restaurant	New Castle	\$6,350.00
ELM LLC	Sussex	\$9,825.85
Emma's Family Restaurant	Sussex	\$9,207.02
Esmeralda Torres	New Castle	\$2,550.90
Essential Chef LLC	Sussex	\$13,048.83
Eylulbahar LLC	New Castle	\$4,919.18
F & G Properties	Sussex	\$19,007.74
Fabulous Full Service Salon	Kent	\$3,065.58
Famous Rivera Grill	New Castle	\$3,750.00
Fitness Solutions	Kent	\$1,814.20
Five 1 Five Ice Sports Group LLC	New Castle	\$7,476.71
Fly High Cheer and Tumble LLC	Kent	\$6,911.58
Focus Rehabilitation & Fitness	Sussex	\$4,966.70
Food For Thought Inc	New Castle	\$8,938.95
Food Works Management	New Castle	\$16,931.84
Forever Fit Foundation	Kent	\$6,804.88
Forty Acres Hospitality LLC	New Castle	\$21,202.74
Four Seasons Diner LLC	Sussex	\$5,004.51
Francos Pizza	Kent	\$6,054.13
FreshLeaf Salads of North Dover	Kent	\$10,000.00
FreshLeaf Salads of Middletown	New Castle	\$10,000.00
Fringe Hair Studio	Sussex	\$1,400.39
Future Nails & Spa Inc	New Castle	\$5,427.57
GATA Enterprises	Kent	\$20,000.00
Gente Joven	New Castle	\$2,975.00
Georgetown Family Restaurant Inc	Sussex	\$6,547.82
GIJO 1 LLC	New Castle	\$19,139.40
Gina Marsilii Permanent Cosmetics and Skin Care	New Castle	\$1,047.83

Business	County	Amount
Glamour Nails	New Castle	\$2,153.00
Glitzzy & Glamour Hair Salon LLC	New Castle	\$3,622.53
Global Taekwon Do Center	Kent	\$1,784.24
Golden Fleece Tavern	Kent	\$5,128.45
Goldendove	New Castle	\$7,551.72
Governor's Bed and Breakfast	Sussex	\$2,559.11
Governor's Café LLC	Kent	\$5,636.99
Grandpa Mac Highway LLC	Sussex	\$28,502.04
Greenbank Mill Associates	New Castle	\$2,829.45
Greenman Juice Bar & Bistro	Sussex	\$9,448.08
Grill Village	New Castle	\$12,021.57
Harmony Spa	New Castle	\$4,137.83
Head Sprung Hair Salon	Sussex	\$1,533.04
HeartDrawn Studio & Tattoo	Sussex	\$2,898.45
Heaven & Health LLC	New Castle	\$3,951.18
Heneghan Bartolomeo LLC	Sussex	\$2,863.00
Hibachi Grill & Supreme Sushi Buffet Inc	New Castle	\$29,217.26
High Stakes Bar and Grill	Sussex	\$10,000.00
Hoffman Brewing Company LLC	New Castle	\$5,162.08
Hoppy LLC HELP2020	Multiple	\$25,803.58
Hotel California LLC	Sussex	\$12,818.00
Houston White Co	Sussex	\$5,700.00
Indian Charters Inc	Sussex	\$8,243.29
Indian Hut Newark DE	New Castle	\$5,798.45
Ink and Lash Shop by Jennifer McCahill	Sussex	\$2,793.53
Integrated Restorative Massage Therapy	New Castle	\$4,957.34
J & P Management	Sussex	\$10,000.00
JayHind INC	New Castle	\$4,057.22
JB Enterprise LLC	Sussex	\$7,966.73
JD Shuckers	Sussex	\$12,361.00
JDogs LLC	New Castle	\$10,000.00
Jessop's Tavern	New Castle	\$6,385.49
Johnson & Joe Restaurant Group LLC	Sussex	\$886.83
Jor Lin Incorporated	Sussex	\$10,000.00
Jovid Ventures	Sussex	\$6,333.12
Jump On Over Enterprises LLC	Kent	\$10,000.00
Kaisy's LLC	Sussex	\$30,000.00
KANI LLC	Kent	\$20,000.00
KaZe LLC	New Castle	\$4,519.30
KDK Standardbreds	Kent	\$6,030.54
Kee's Cookies & Cupcakes	Kent	\$1,735.73
Kent County Regional Sports Complex Corporation	Kent	\$10,000.00



Business	County	Amount
Keshav Lila Hospitality	Kent	\$8,379.75
Kevin Nails	New Castle	\$3,191.41
Kirkwood Soccer Club	New Castle	\$5,486.82
KJP LLC	New Castle	\$9,546.35
Knights Golf Inc	New Castle	\$20,000.00
La Bella Nails	New Castle	\$4,810.57
La Keepsake LLC	Sussex	\$4,300.00
La Oaxaquena	New Castle	\$2,469.23
La Vida Hospitality Group	Sussex	\$100,000
Lady Liberty Restaurant Group LLC	New Castle	\$20,000.00
LarBev Inc	New Castle	\$6,806.38
Legacy Distilling LLC	Kent	\$20,000.00
Legal Grounds Cafe	New Castle	\$1,950.02
Legend Enterprises	New Castle	\$6,065.27
Levi & Cathy Inc	Kent	\$10,000.00
Lewes Farm Fresh	Sussex	\$6,300.00
Linden Nails & Spa LLC	New Castle	\$4,418.38
Little Leaf Yoga	Sussex	\$2,942.70
Longwood Distribution Group LLC	New Castle	\$6,625.77
LSM Enterprises LLC	New Castle	\$10,000.00
Main Street Cafe Partnerships LLC	Kent	\$7,195.33
Malone Stable	Sussex	\$3,632.89
Mansion Farm Inn	Sussex	\$5,923.92
Martuscelli Restaurant Group	New Castle	\$39,000.00
Maureen's Beauty Salon	Kent	\$10,000.00
Maureen's Ice Cream & Desserts	Sussex	\$4,918.11
Maxipooch Inc	Sussex	\$7,549.81
MC Management LLC	New Castle	\$6,409.07
MC Tek LLC	Sussex	\$2,037.72
McLarens Irish Pub II	New Castle	\$9,431.00
Mesa Jame One LLC	New Castle	\$10,000.00
Mi Canchita LLC	New Castle	\$7,922.42
Michael Christopher Designs Inc	New Castle	\$7,454.49
Michael's Hair Care	Kent	\$2,436.29
Mid Atlantic GP LLC	New Castle	\$10,000.00
Mid Atlantic Wellness Group Inc	Sussex	\$5,205.24
Midnight Oil Brewing Co	New Castle	\$10,000.00
Milford Diner LLC	Kent	\$7,648.60
Milford Pizza Inc	Kent	\$4,789.18
Milford Pizza Palace LLC	Sussex	\$9,467.13
Milk and Honey Cafe	New Castle	\$3,000.00
Mispillion River Brewing LLC	Kent	\$16,546.69

Business	County	Amount
ML Ruiz Enterprises	New Castle	\$7,511.31
Modern Mixture LLC	Sussex	\$3,167.00
Monarcas Inc	Kent	\$9,174.60
Myths Inc	Sussex	\$10,000.00
Neehil LLC	New Castle	\$6,041.67
New Candlelight Productions Inc	New Castle	\$8,468.68
New Castle Cafe & Market	New Castle	\$5,453.02
New Castle Historical Society	New Castle	\$3,744.49
Newark Barber Shop	New Castle	\$2,013.83
Nicholas Callahan	Sussex	\$5,708.75
Nirdosh Inc	New Castle	\$10,000.00
Northside Tattoo Inc	New Castle	\$4,598.15
OCAK LLC	Sussex	\$10,000.00
Ocean Diner and Grill LLC	Sussex	\$9,497.85
Ocean Glass Inn LLC	Sussex	\$9,053.77
Oceanova Spa LLC	Sussex	\$4,615.23
Ole Tapas Lounge & Restuarant	New Castle	\$16,657.49
OMG Holdings LLC	New Castle	\$13,837.00
One North Main Smyrna Hospitality	Kent	\$1,748.54
ONeil LLC	New Castle	\$2,257.66
Ooh La La The Make Up Studio	New Castle	\$2,071.90
Ottomanli Inc	Sussex	\$10,000.00
Pardigm Sports Bar LLC	New Castle	\$3,761.23
Parris Nail Lounge LLC	Kent	\$1,200.00
Pat's Pizza of Lewes	Sussex	\$10,501.52
Pats Pizzeria Hockessin LLC	New Castle	\$6,241.03
Pepe McGee's LLC	Sussex	\$10,000.00
Peruchos Inc	New Castle	\$9,028.66
Pete's Steak Shop	Sussex	\$5,775.00
Pin Up Girls Salon LLC	Sussex	\$3,854.42
Pinewood Stables LLC	Sussex	\$2,831.75
Poppycock Tattoo	New Castle	\$1,537.32
Provada Enterprises Inc	New Castle	\$20,000.00
Pryme Styles & Cuts Unisex Salon	New Castle	\$1,830.78
Pusan LLC	Multiple	\$29,995.30
PW Marinelli LLC	New Castle	\$371.81
Quintus Group LLC	Kent	\$6,640.55
Rasa Sayang Corporation	Kent	\$13,477.87
Raw Essential LLC	New Castle	\$3,433.33
RB Azafan Inc	Sussex	\$5,792.56
RB Gyms Inc	Sussex	\$10,000.00
Red Square International Inc	Sussex	\$9,036.40



Business	County	Amount
REH Enterprise Inc	Sussex	\$1,895.56
Rehoboth Lobster Co LLC	Sussex	\$10,000.00
Rehoboth Nails & Spa	Sussex	\$4,388.62
River Lights Cafe LLC	Kent	\$3,251.07
River Road Swim Club	New Castle	\$3,279.76
Rose Nails	Sussex	\$2,526.21
Route 202 Group LLC	Multiple	\$46,650.00
Royal Martin Inc	Sussex	\$6,869.75
RP Hospitality LLC	Kent	\$4,472.49
RST Markets LTD	New Castle	\$3,564.11
Sahazkids LLC	New Castle	\$7,258.68
Sairam LLC	Sussex	\$10,000.00
Salon 828	New Castle	\$5,000.01
Salon Essence LLC	Sussex	\$3,299.86
Sandy Wellness Center Inc	New Castle	\$1,896.95
Saudades Grp	New Castle	\$20,000.00
Savannah 330	Sussex	\$5,089.50
Savvy Hair Studio	Kent	\$2,289.32
Sedona Restaurant LLC	Sussex	\$5,734.77
Seztex Inc	New Castle	\$93,636.00
Sharky's Grill & BBQ	Sussex	\$17,500.00
Shawn Hanley	Kent	\$1,500.00
Shiv Sagar	Kent	\$10,000.00
Shore Star LLC	Sussex	\$4,800.00
Shree Kishna Inc	Kent	\$20,000.00
Shree Lalji LLC	Kent	\$10,000.00
Shrimpy's LLC	Sussex	\$33,586.00
Shyla's LLC	New Castle	\$4,392.72
Si Taco LLC	Sussex	\$8,288.21
Simplicity Hair Salon	Sussex	\$1,370.40
Sirveza LLC	Sussex	\$6,940.80
Skating Club of Wilmington	New Castle	\$7,756.00
Skipjack Dining LLC	New Castle	\$9,207.84
SKM & Company LLC	Kent	\$5,531.09
Sleep Inn Inn & Suites	Kent	\$9,159.67
Slim's Sports Complex	New Castle	\$30,000.00
Southcow Inc	New Castle	\$8,764.28
Starmade Inc	Sussex	\$7,561.22
Starr Stylez Salon	Kent	\$1,765.92
Stephanie K Salon	New Castle	\$5,147.96
Strippd DE Co LLC	New Castle	\$2,389.00
Stumpy's Middletown LLC	New Castle	\$27,382.18

Business	County	Amount
Sun Dazed Tanning Inc	Kent	\$6,681.39
Super Yummy Foods II	New Castle	\$8,013.41
Surya Hospitality Management LLC	Kent	\$16,762.69
Sussex Dance Academy LLC	Sussex	\$4,000.00
Sweet Something Desserts	New Castle	\$8,708.41
T&J Hospitality Group Inc	Sussex	\$4,340.55
Taco Express LLC	New Castle	\$4,100.00
Tagpuan Restaurant	New Castle	\$2,176.67
Taquitos de Puebla Inc	New Castle	\$2,275.00
Tasty Wok Chinese Restaurant	New Castle	\$6,042.15
TBC Dewey Hotel LLC	Sussex	\$10,000.00
TBHM LLC	Sussex	\$4,729.71
The Backyard LLC	Sussex	\$9,685.42
The Cafe on 26 Inc	Sussex	\$13,834.13
The Chicken House LLC	New Castle	\$6,767.75
The Flying Fish Cafe and Sushi Bar	Sussex	\$4,381.75
The Hair Experience	New Castle	\$2,838.10
The K 9 Group Inc	Sussex	\$15,750.00
The Lewes Historical Society	Sussex	\$5,491.85
The New Hearth Diner	New Castle	\$4,681.22
The Rape of the Locke	New Castle	\$1,400.00
Third Step Inc	Sussex	\$5,000.00
Three Patrones LLC	New Castle	\$30,474.90
Today Nail Inc	New Castle	\$4,029.65
Todds Inc	New Castle	\$5,251.00
Town Hair Salon Inc	New Castle	\$8,677.63
Transit U Inc	Sussex	\$10,000.00
Trattoria di Napoli	New Castle	\$9,093.30
Turtle Time DE1 LLC	New Castle	\$35,291.00
Twisted Hair Designs	New Castle	\$3,033.84
Twisted Yogurt LLC	New Castle	\$4,335.84
Two Meatballs Inc	Sussex	\$7,683.92
Two North Main Smryna Hospitality	Kent	\$8,251.46
UMIYA Inc	Kent	\$10,000.00
Vince's Sports Center	New Castle	\$2,390.03
Vogue on 54 Inc	Sussex	\$4,697.46
Volunteer Brewing Co	New Castle	\$10,085.38
Wang Kim LLC	Sussex	\$8,288.27
Wellspring Farm Inc	New Castle	\$10,000.00
Wilmington Brew Works LLC	New Castle	\$9,252.02
Wine Worx LLC	Sussex	\$10,000.00



Delaware on Main



The Division of Small Business runs Delaware on Main, which serves as the statewide coordinator for the National Main Street Center's efforts to revitalize and preserve the nation's downtowns and commercial corridors.

In calendar year 2019, seven cities or towns were accredited members or affiliates. Accredited members (Main Street programs in Dover, Milford, Rehoboth Beach and Wilmington) accomplished the following:

- Created 180 new full-time jobs (net)
- Created 56 new businesses (net)
- Completed 25 rehabilitation projects
- Contributed 8,524 volunteer hours
- Attracted \$1.3+ million in private investment

The state's Main Street organizations actively engaged in helping their small businesses

respond to the COVID-19 pandemic:

- Hand delivered safety kits to the small businesses to help them safely reopen following Governor's Executive Orders.
- Worked with local governments to make temporary changes that encouraged safe shopping and dining, allowing businesses to protect their staff and customers while mitigating lost revenue
- Participated in online training sessions provided through Delaware on Main and National Main Street Center to learn best practices from across the US regarding safe ways to help businesses survive.
- Created local fundraising opportunities to provide micro-grants to the businesses within their commercial corridors.





The Delaware Tourism Office began FY '20 in high gear.

With record-breaking sales efforts and the “Endless Discoveries” brand raising traveler's awareness of Delaware, DTO was on track for another big year for the tourism industry, which contributes \$3.5 billion to the state's GDP and \$545.1 million in state and local taxes.

During the first half of FY '20, the office's three-person sales team exceeded sales revenue compared with the first half of FY '19.

Staff attended and met with clients at six trade shows and consumer-related events, including the North Carolina Motorcoach Association trade show and the Ontario Motorcoach Association Convention, as well as the 2019 TEAMS national sports tourism conference.

DTO partnered with the Delaware Restaurant Association to host the first ever Women of Hospitality Conference in Wilmington, developing the online media outreach, website and advertising for the event, which featured national and regional speakers and provided educational opportunities for woman-owned businesses in the state.

The Delaware Sports Commission, which is coordinated through the Delaware Tourism Office, held the 2019 Slam Dunk to the Beach (Dec. 27-29). Cape Henlopen High School welcomed some of the nation's top high school basketball teams and thousands of fans. The showcase generated an estimated \$2.2 million economic impact for the area.

In March 2020, COVID-19 began impacting the entire tourism industry.

From dining to hotels, sporting venues to historical attractions, every part of tourism has been hit during the pandemic. Within 24 hours of the first hospitality-related changes to the state of emergency, the state tourism team moved from sales and marketing to rapid



response. Staff communicated often with the businesses and non-profit organizations while ensuring visitors to knew the current COVID-19 landscape.

The team made it a point to speak with every tourism-related entity to obtain information about the impact of COVID-19. This allowed DTO to provide updates to State leadership and the governor's SWAT teams on what was happening on the frontline.

Soon thereafter VisitDelaware.com, one of the state's most visited websites, was transitioned to a central hub on how to Shop Local. New pages provided pertinent updates on open retail locations and eateries offering curbside pickup or delivery. And DTO promoted how the public could support local attractions, like historical sites and arts venues.

The tourism office also provided a free online educational portal with advice from outside experts.

Through this portal, the industry can receive real-time updates on marketing its businesses

during COVID-19, including step-by-step instructions on updating their Google listing with COVID-19 information.

As Delaware reopened to travelers, the state tourism office started the Discovery Advisors program. People planning to visit could complete an online interest form to receive travel ideas based on what was open and COVID-compliant. DTO invested in a co-op marketing program with the county tourism offices by making a bulk advertising purchase and allowing the county tourism offices to get increased reach for their specific marketing campaigns. The office also collaborated with the governor's office on the Summer Safely and Go-to Guide travel campaign, which was adopted by the tourism industry.

At the same time, the office's "Rediscover" campaign targeted visitors and residents. It encouraged travelers to rediscover their favorite destinations and residents to explore their own state. The campaign ran for one month during the summer and received over 14 million impressions, which



resulted in close to \$1 million in hotel revenue. Moreover, the industry was provided with a toolkit on how they could use the "Rediscover" theme for their own marketing.

The office also created two additional online video campaigns – "Local Discoveries" and "Explore Safely." Through an application called Cinebody, businesses were able to send DTO relevant content in a COVID-compliant manner. And businesses had the opportunity to get valuable information about marketing trends, COVID-19 guidance and financial relief through multiple hosted webinars.

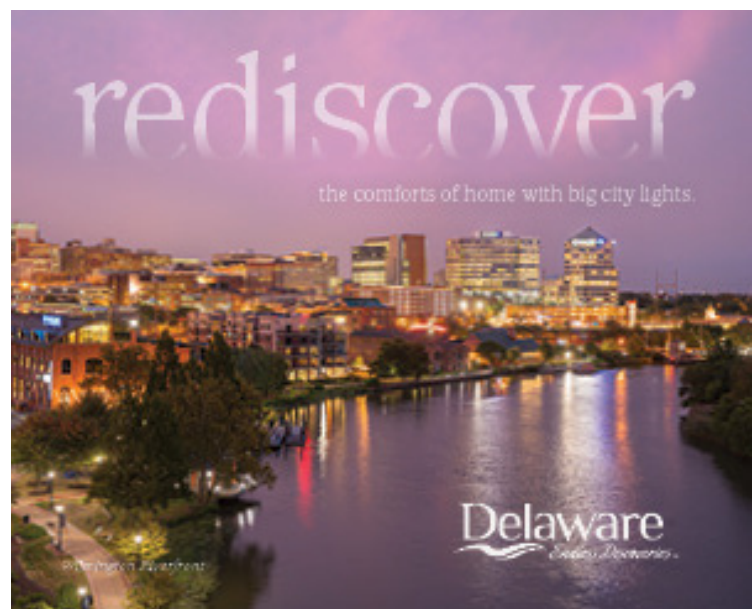
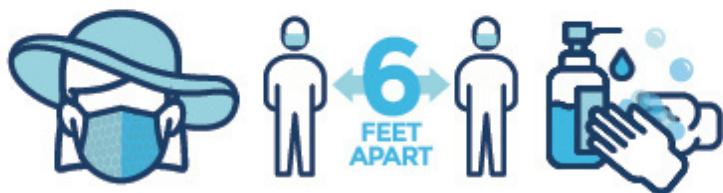
In the midst of the pandemic, the new Delaware Discovery Guide, an enhanced state travel guide, was released. It is a year-long project to develop the state's top printed marketing piece. And since COVID-19 impacted print distribution, DTO quickly moved

the guide to an online platform with print distribution happening internally rather than through an outside vendor.

The Delaware Tourism Office has continued its mission of outreach to out-of-state travelers while also communicating more heavily with Delaware residents and the industry's small businesses and nonprofit organizations. COVID-19 has brought the tourism industry together in a shared mission to recover from this unprecedented time. Never before have the sectors within tourism worked so passionately alongside each other.

Looking toward FY '21, the goal is to continue the partnership and momentum that allow visitors to safely return to Delaware, increasing the positive impact of Delaware's fourth largest private employment sector and creating a great quality of life for all Delawareans.

SUMMER SAFELY



COMMUNICATIONS UNIT



This year the Communications team was tasked with making sure Delawareans were accurately informed on two of the most consequential developments ever in the State's relationship with small businesses – EDGE Grants during the first half of the year and the response to the COVID-19 pandemic in the second half.

Staff handled advertising and marketing for the Division's EDGE program, which provides funds so that companies can expand. Those efforts led to a four-fold increase in interest, measured by visitation to the EDGE Grants webpage, from the first round to the third. In addition to promoting the program, the unit planned and managed judging at Delaware Tech in Dover along with the press conferences and ceremonies at which the winners were announced.

Communications worked with the New Castle County Chamber, the Emerging Enterprise Center, the Kent Economic Partnership, Delaware on Main and the Central Delaware Chamber of Commerce on Make Me a Match events in New Castle and Kent counties which connected small businesses with larger companies looking to do business with smaller firms. These were a continuation of events held in FY '19. They were well attended and resulted in business opportunities for participants.

The team also, with help from the University of Delaware Institute of Public Administration, surveyed Delaware small business owners on their businesses and feelings about the small business landscape.

The unit stood up a large, Coronavirus-focused section of delbiz.com with information for small business owners and the public. The pages became an essential resource on a variety of COVID-19 topics.

Medium	FY '19	FY '20	% Change
Facebook	464	3,712	700%
Twitter	378	828	119%
eNewsletter	4,434	14,132	219%

Communications grew the numbers of followers for its social media pages and e-newsletter. This significantly helped expand the reach of the Division's message to more small business owners and other stakeholders.

Communications issued nine press releases during FY '20 on topics including HELP, tourism growth, EDGE Grants and more.

Lastly in the first half of the year, Communications added multiple sections to delbiz.com, including pages for the Delaware Economic Development Authority, Delaware on Main (available at delbizonmain.com) and the Office of Supplier Diversity.

During the back portion of FY '20, the Communications team played a key role in helping the Division of Small Business pivot its attention to supporting businesses affected by COVID-19.

Visitation to the Division's website from March through the end of June jumped by 450% year-over-year.

At the same time, small business owners and the public also received Coronavirus information – HELP, the State's EIDL application, essential v. non-essential business questions, reopening efforts and much more – from DSB through 154 social media posts and 28 mass emails, in addition to multiple press releases. Social media posts included a Takeout Tuesday contest, which was designed to encourage Delawareans to patronize restaurants when they could not offer indoor dining.

Communications also developed the COVID-19 Customer Protection Standards in advance of Delaware's phased reopening, which started in June. Working with the Division of Public Health, a



10-point checklist was created that businesses could fill out to self-report they were being compliant with the State's guidelines for being open. In return they received a window sticker to put on their front doors showing their participation.

Hundreds of businesses chose to sign up initially. That number has kept growing in the following months. Participating businesses are included in a database and map available at delbiz.com/protect. Since its launch, the protection standards program has since been emulated by other states and localities.

Finally, the Communications team's direct interaction with businesses and the public increased dramatically during the pandemic as the

unit responded to thousands upon thousands of emails from small business owners and also the public on essential vs. non-essential businesses and the guidelines for business re-openings.

Efforts to keep businesses informed and aware of support through the challenges presented by COVID-19 are continuing into FY '21. Only through effective communication with those businesses can DSB provide the best services and opportunities for them to survive and thrive.

Business Marketing Program

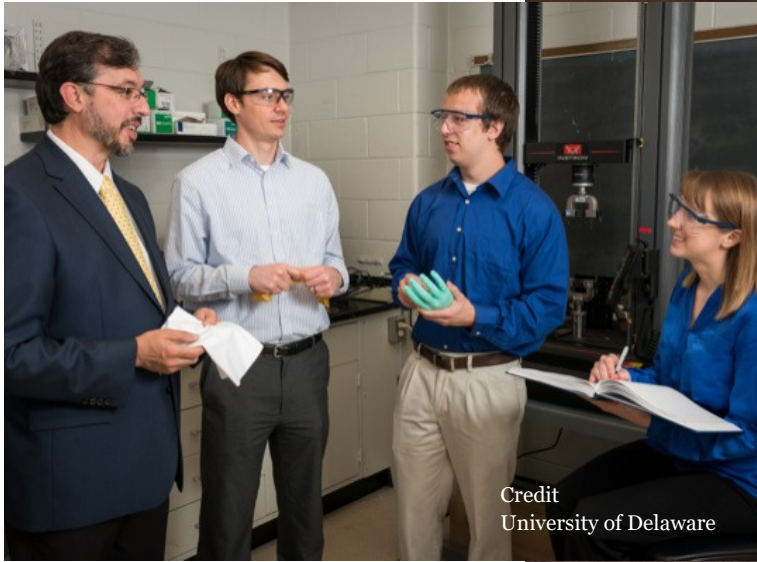
There were no non-state cash contributions to the Business Marketing Program during FY '20. Total

expenditures and encumbrances for FY '20 were \$300,000.

The Communications unit provides public relations and marketing support for Division of Small Business services and programs that promote small business growth and economic opportunity in Delaware and supports the Delaware Tourism Office's efforts to encourage visitation to Delaware.

Through messaging that employs a mix of online, broadcast and print advertising, social media, earned media, marketing materials, sponsorships and in-person contact, the team presents a favorable impression of the state to small business owners, government officials, residents and more.





Credit
University of Delaware

Council on Development Finance & Delaware Strategic Fund

The Council on Development Finance (CDF) is a panel of nine members, appointed by the Governor, Senate President Pro Tempore and Speaker of the House, to advise the director of the Delaware Division of Small Business (DSB), who serves as chair of the Delaware Economic Development Authority.

The Council hears, evaluates, and recommends approval or disapproval of projects brought to it by the Division, the Delaware Prosperity Partnership and other economic development entities. These projects range from companies wanting to establish new facilities in the state, to existing businesses looking to expand, new companies wishing to grow and the revision of contracts already held with the state. After reviewing the project, the Council makes a recommendation to the Director.

Delaware Strategic Fund

The Delaware Strategic Fund (DSF) provides customized financial assistance to businesses considering locating or expanding in the state of Delaware. Financial assistance may be provided in the form of grants or low-interest loans to support the attraction and expansion of businesses.

Through the Strategic Fund, DSB supports initiatives such as the Brownfield Assistance Program, Delaware Technical Innovation Program, Delaware Capital Access Program and the Delaware Rural Irrigation Program. The Strategic Fund also provides funds not affiliated with these specific programs.

The Council on Development Finance in FY '20 approved funding of nine projects through the



Delaware Strategic Fund. Since the beginning of FY '20, every one million Strategic Fund dollars spent on grants is matched by more than \$16 million in private funding. The projects are contributing more than \$1.4 billion to Delaware's GDP.

Descriptions of FY '20 projects are on the following page. Information on DSF funding dispersed through the FY '20 Budget Bill (HB225 & HB226) and Bond Bill (SB180) is available on page 31 of this report. During FY '20, no requests for loans and one request for a loan modification (Nanticoke Hospital) were presented to CDF.

Strategic Fund Grants

Amazon Services LLC

The internet retail giant was approved for a Delaware Strategic Fund grant in the amount of \$4.5 million to establish a fulfillment center at the site of the former Boxwood Road GM plant in Newport. The facility has the potential to create as many as 1,000 full-time jobs.

Barclays Bank Delaware

The company was approved for a Delaware Strategic Fund grant in the amount of

\$2,495,470 to expand operations at its existing facility in Wilmington.

Carvertise

The mobile advertising company was approved for a Delaware Strategic Fund grant in the amount of \$290,000 to expand operations in Wilmington. The company plans to add 50 employees in the next three years.

Farmers Mutual Ins. Co. of Salem County

The insurance company was approved for a Delaware Strategic Fund grant in the amount of \$399,252 to relocate its headquarters to Wilmington.

Mid South Audio LLC

The concert production company was approved for a Delaware Strategic Fund grant in the amount of \$103,800 to open a 20,000 square-foot facility, including a recording studio, in Sussex County.

North Point Delaware City Industrial LLC

The development firm was approved for a Delaware Strategic Fund grant in the amount of \$3.9 million to build a logistics center in New Castle that will employ at least 500 people.

Company	Total Award	Jobs to be Created	Jobs to be Created and Retained	County
Amazon.com Services, LLC	\$4,500,000	1,000	1,000	New Castle
Barclays Bank Delaware*	\$2,495,470	323	1,396	New Castle
Carvertise, Inc.	\$290,000	50	65	New Castle
Farmers Mutual Fire Insurance Company of Salem County	\$399,252	57	57	New Castle
Mid South Audio, LLC	\$103,800	6	19	Sussex
NP Delaware City Industrial, LLC**	\$3,900,000	500	500	New Castle
Prelude Therapeutics Incorporated	\$834,090	49	81	New Castle
The Challenge Program, Inc.	\$81,930	7	13	New Castle
Former PPG Plant Project***	\$268,823			Kent
1886 Dover LLC	\$72,728			
Duratec, LLC	\$185,745			
Shoreline Vinyl Systems, Inc.	\$10,350			
Total	\$12,873,365	1992	3131	

Prelude Therapeutics

The pharmaceuticals company was approved for a Delaware Strategic Fund grant in the amount of \$834,090 to expand operations in Delaware including purchasing lab equipment and hiring for 49 scientist positions.

The Challenge Program

The nonprofit was approved for a Delaware Strategic Fund grant in the amount of \$81,930 to expand operations in Wilmington. The Challenge Program prepares at-risk youth for careers in construction. It will use the money to build a 15,000 square-foot manufacturing facility and employ seven FTEs.

Former PPG Plant Project

Duratec LLC, 1886 Dover LLC and Shoreline Vinyl Systems, Inc. were approved for three Delaware Strategic Fund grants in the combined amount of \$268,823 to locate

manufacturing operations at the former PPG paint plant in Dover. The project will bring approximately 130 jobs to Kent County.

Table Notes

* Barclays Bank Delaware is eligible for up to \$1,000,000 in training grant funding that may be used to match expenditures for various training initiatives ranging from entry level to front-line supervisory training for year ending December 31, 2020.

** NP Delaware City Industrial's project must maintain at least 500 jobs in order to be in compliance with Budget Epilogue language. The company estimates the project will create at least 800 jobs.

*** This project involved three separate legal entities each receiving separate awards. All funds were capital expenditure-based not performance grants. Therefore, the table above lists jobs created as 0.





Tax-Exempt Bond Financing

New or expanding businesses, governmental units and certain organizations exempt from federal income taxation can be eligible for statewide financial assistance in the form of tax-exempt bonds. This financing, which does not utilize state funds nor impact the full faith and credit of the State of Delaware, may be cost-effective for projects involving the issuance of more than \$750,000. CDF reviews all applications for their impact on Delaware's economy.

During FY '20, there were seven issuances approved

by the Council on Development Finance (table below).

First State Montessori Academy

The school was approved for a bond not to exceed \$15 million to be issued by the Delaware Economic Development Authority to finance or refinance all or a portion of the costs of acquisition of, and capital improvements to, the school's 60,000 square foot lower school building and 43,000 square foot upper school building.

St. Andrew's School of Delaware Inc.

The school was approved for a bond to be issued by

the Delaware Economic Development Authority in an amount not to exceed \$25 million. The proceeds of the bond will refinance a bond DEDA issued in 2010.

Newark Charter School

The school was approved for a bond to be issued by the Delaware Economic Development Authority in an amount not to exceed \$40 million. The proceeds of the bond will finance construction of a new junior high school and commons and refurbishing existing athletic facilities and fields.

Delmarva Power & Light

The company was approved for a bond to be issued by the Delaware Economic Development Authority in an amount not to exceed \$78.4 million. The proceeds of the bond will refinance a bond issued by DEDA in 2010.

Goldey-Beacom College

The school was approved for a bond to be issued by the Delaware Economic Development Authority in an

Company	Bond Amount	County
First State Montessori Academy	\$15,000,000	New Castle
St. Andrew's School of Delaware, Inc.	\$25,000,000	New Castle
Newark Charter School, Inc.	\$40,000,000	New Castle
Delmarva Power & Light	\$78,400,000	New Castle
Goldey-Beacom College, Inc.	\$20,000,000	New Castle
NRG Energy, Inc	\$247,200,000	New Castle
Duratec, LLC	\$10,000,000	Kent
Total	\$435,600,000	

amount not to exceed \$20 million. The proceeds of the bond will be used to finance construction of a new residence hall and renovations to Joseph West Jones Center.

NRG Energy Inc.

The company was approved for a bond to be issued by the Delaware Economic Development Authority in an amount not to exceed \$20 million. The bond proceeds will be used to refinance bonds issued in 2010.

Duratech LLC and 1886 Dover LLC

These entities were approved for a bond to be issued by the Delaware Economic Development Authority in an amount not to exceed \$10 million. The proceeds of the bond will be used for the acquisition, construction and/or renovation of the former PPG facility in Dover.

Delaware Rural Irrigation Program

The Delaware Rural Irrigation Program (DRIP) is a revolving loan fund administered jointly through the Dept. of Agriculture and Division of Small Business.

The program provides no-interest loans to allow farmers to irrigate more cropland. The public-private investments help these farmers survive droughts.

Two DRIP projects were approved during FY '20 for Robert Emerson (45 acres, \$8,203.23) and Robert Emerson II (47 acres, \$8,525.89).

State Small Business Credit Initiative

The federally-funded State Small Business Credit Initiative (SSBCI) enables the Division of Small Business to create a loan participation program. This program is a partnership between the Division and the participating lending institutions designed to increase the access businesses have to capital at lower interest rates.

There were four SSBCI loans approved during FY '20 (below). The Division of Small Business funded HELP (page 13) and EDGE (page 6) through SSBCI.

Applicant	Amount	County
Ignite Fitness Kickboxing, Inc.	\$ 98,000	Kent
JJ & D Property Management LLC	\$ 92,750	Sussex
Law Office of Karen Y. Vicks, LLC	\$ 60,000	Kent
Shipfitter Park LLC	\$ 350,000	Kent



Delaware Capital Access Program

The Delaware Capital Access Program (DCAP) gives banks a flexible, transparent tool to expand small business lending. By using a small amount of public resources to generate a large amount of private bank financing, the program provides more access to capital, which in turn stimulates economic growth.

During FY '20 there were 15 projects approved (see chart

below). And every dollar spent through DCAP generated \$7.38 in private funding.

Brownfield Assistance Program

The Brownfield Assistance Program provides matching grants to developers and owners to encourage redevelopment of environmentally distressed sites.

No Brownfield projects were approved during FY '20.

Applicant	Amount	County
Camargo Enterprise, LLC	\$11,250	New Castle
Capriotti's of Dover, Inc.	\$15,000	Kent
Cottage Industry LLC	\$30,000	New Castle
D150 Fueling LLC	\$12,500	New Castle
Del Coastal LLC	\$30,000	Sussex
El Camino Property Management	\$25,000	Sussex
El Rey Mexican Store	\$12,500	New Castle
Fur-Baby Boutique, LLC	\$30,000	Sussex
Kids Kingdom ELC LLC	\$12,500	New Castle
Kidz Choice, LLC	\$12,500	New Castle
Laff House Comedy Lounge	\$21,500	New Castle
Mind of Aki LLC	\$5,000	New Castle
Samovar Group, LLC	\$7,500	Sussex
Sticky Rice LLC	\$8,750	Sussex
The Juice Joint LLC	\$18,000	New Castle





FY '20 Budget Strategic Fund Allocations

The Capital and Operating Budgets allocate money to the Delaware Strategic Fund directed to specific purposes and/or projects aimed at enhancing the state's economic development efforts. The Division of Small Business administers payments for and, as dictated by statute, receives reports on these projects.

Operating Budget

Business Incubators

This \$150,000 of funding supports established not-for-profit business incubators. In FY '20 funds were distributed to the Emerging Enterprise Center and Middletown Chamber Business Incubator.

Kent Economic Partnership

This \$100,000 in funding supports a public-private partnership model for economic development in Kent County. The KEP's mission is to create a business climate within the county that encourages innovation and promotes business expansion.

Small Business Development Center

This funding of \$400,000 supports the Small Business Development Center, an entity jointly funded by DSB and the SBA. The SBDC assists companies with a number of items, including business plans, marketing, grant writing, technology and ownership transitions.

Capital Budget

Bioscience Center for Adv. Technology

This \$1 million in funding goes to addressing the technology gap and promoting economic development. CAT fosters academic industry research partnerships to support local bioscience businesses and help Delaware recruit, retain and create science-based jobs.

Composites Research

This \$100,000 of funding provides a match of up to \$100,000 to the University of Delaware Center for Composite Materials for federal research grants that support development and application of composite manufacturing technology for the benefit of Delaware companies.

DE Clinical & Transitional Research (2nd of 5 years)

This \$1 million enables partner institutions to put in place critical infrastructure to train the next generation of professionals. The training focuses on clinical and translational health research, developing new methods to translate discoveries in community health settings and improving healthcare across the State.

Delaware Prosperity Partnership

This \$2 million goes to a public/private partnership leveraging private resources to improve business recruitment, retention and expansion; develop a talented workforce; connect with the global economy; and build a stronger entrepreneurial environment.

Delaware Stadium Corporation

This \$945,800 of funding supports Daniel S. Frawley Stadium on the Wilmington Riverfront. The funds mainly help with minor capital improvements.

EPSCoR-RII

(2nd of 5 yrs)

This funding of \$800,000 helps provides infrastructure supporting research and educational programs for the state's water/energy challenges.

Fraunhofer Vaccine Development

(3rd of 5 yrs)

This \$1.5 million in funding goes to the Fraunhofer Vaccine Development project. New capabilities will enable the Center for Molecular Biotechnology (CMB) to develop a stronger and broader infrastructure that will create high-tech and high-impact jobs, spin-off businesses, new partnerships and alliances and enable CMB to leverage its unique technologies in the biotech marketplace.

INBRE

This \$100,000 supports the State's academic and medical institutions. Through collaborations among the public, private and academic sectors of the State, the grant boosts biomedical research, encompassing both basic and translational research.

NIIMBL

(3rd of 5 yrs)

This funding of \$2.5 million supports the transformation of biopharmaceutical manufacturing in the State. The institute focuses on bringing safe drugs to market faster and creating quality jobs.

Purpose Built Communities

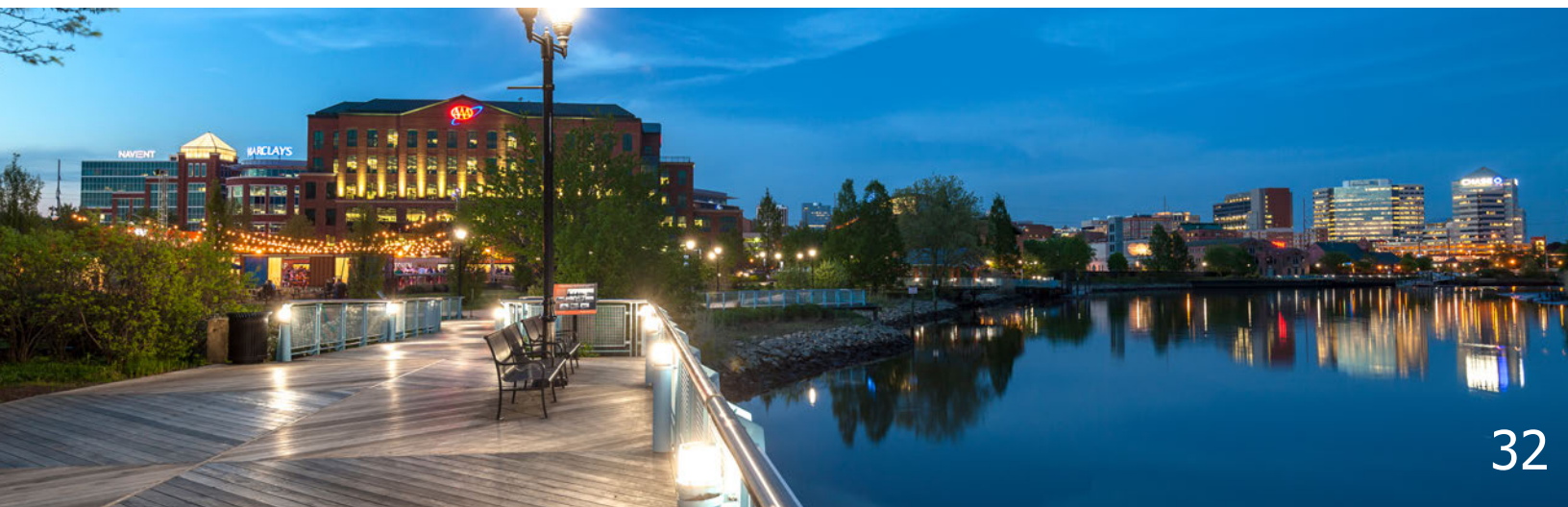
This \$1 million supports revitalizing Wilmington's Riverside community using the Purpose Built Communities model. This includes new high-quality and mixed-income housing, a high school addition and a community center expansion.

RAPID

This funding of \$1.75 million provides the state match for a grant to establish a new Manufacturing USA Institute at the University of Delaware (UD). UD is a partner in a network of collaborating universities. The institute is focused on developing technologies to boost energy efficiency and domestic productivity. The goal is to work with businesses by merging commercial/research capabilities.

Riverfront Development Corporation

This \$4.38 million helps continue development of the Wilmington Riverfront, from operating funds to a wildlife education center.



Delaware Technical Innovation Program

The Delaware Technical Innovation Program (DTIP) offers transitional grants for research initiatives. Using the Delaware Strategic Fund, the program focuses on applicants for highly competitive federal grant programs known as Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR). Eligible companies conduct high-risk, early-stage research with a high potential for business growth.

SBIR/STTR research has three phases. During Phases I and II, entrepreneurs work to prove their ideas have technical and economic merit, seeking funding from the federal government and other public and private sources to help them develop their innovation. In Phase III, commercialization, less federal funding is available. Entrepreneurs must transition to selling their product on the open market to generate revenue and must rely more heavily on private investors for capital needs.

A dozen federal agencies provide SBIR/STTR funding for enterprises in Phase I (up to \$256,580) and Phase II (up to \$1,710,531). However, despite earning a Phase I federal award, the costs associated with completing a Phase II concept may be beyond some entrepreneurs' means.

DTIP grants serve as gap financing for entities that have received Phase I



Federal Awards FY '11 - FY '20

	DE Awards	Total Awarded	Average Award
Phase I Grants	218	\$33,713,019.64	\$154,646.88
Phase II Grants	102	\$97,312,324.42	\$954,042.40
Total	320	\$131,025,344.06	

DTIP Awards FY '11 - FY '20

	Awards	Entities	Total Awarded	Average Award
	34	23	\$1,670,000	\$72,608.70

grants and have applied for a Phase II. DSB can award a matching grant of up to \$50,000 per application (limit five awards per company within a 10-year rolling period).

Three companies received \$50,000 DTIP grants in FY '20:

STF Technologies LLC develops advanced materials that break free from the conventional engineering limitations around dynamic motion and response.

Microbial Identification Inc. (MIDI) is a veteran-owned biotechnology company that develops rapid microbial identification solutions for microbiology laboratories.

ACE Running LLC is developing gate analysis technology to create rehabilitation programs for the military.

Of the 34 DTIP awards made to Delaware entities from FY '11 to FY '20, 47% successfully were awarded federal Phase II funding. And 16% of Delaware entities that received federal Phase II funding utilized DTIP assistance. Without that transitional funding, the research and development necessary for these companies to achieve Phase II status would have been compromised.



Blue Collar Training Program

The Division of Small Business provides Workforce Development Grants to Delaware businesses for customized training initiatives. Observations are conducted to ensure the required training takes place. Completed training contracts are closed. Follow-up is conducted six months after the contract closes to determine if the business met its training goals.

New FY '20 Contracts

- Overall
 - Contracts awarded - 9 (\$536,472.80)
 - Participants receiving training - 372
 - County breakdown
 - New Castle County - 6
 - Kent County - 0
 - Sussex County - 3
- First-time applicants
 - Contracts awarded - 3 (\$160,163.80)
 - Participants receiving training - 232
- Small businesses (less than 100 employees)
 - Contracts awarded - 5 (\$201,287)
 - Participants receiving training - 123
- Other Info
 - On-site trainings observations - 5

- 3 companies reported 100% retention of employees trained 6 months after training was completed

Completed FY '19 Contracts

- Completed contracts - 5 (more than \$139,000)
- Participants trained - 69
- First-time applicants - 0
- Small businesses - 5
- County breakdown:
 - New Castle County - 4
 - Kent County - 0
 - Sussex County - 1

Analysis of participants

Demographic information on the next page is from voluntary surveys. Some participants chose not to complete the survey. Some do not complete the entire questionnaire.

State Employee Training Program

The Department of Human Resources receives \$100,000 annually from the Blue Collar Training Fund for the State Employee Training Program. DSB serves on the committee that evaluates proposals from state agencies for customized training within their respective departments. A total of 351 state employees completed training.

Program Participant Profile

SEX		VETERAN		RACE/ETHNIC GROUP	
Male	64%	Yes	13%	White	61%
Female	33%	No	86%	African American	20%
No Response	3%	No Response	2%	Hispanic	14%
				Asian/Pacific Islander	2%
				American Indian	0%
				No Response	3%
AGE		DISABILITY		EDUCATION LEVEL	
21-30	17%	Yes	6%	Did Not Complete High School	6%
31-55	67%	No	92%	High School or Equivalent	22%
56-65+	14%	No Response	2%	Post-High School/Training Program	5%
No Response	2%			Some College	22%
				2-Year College Degree	17%
				4-Year College Degree	27%
				Additional Degrees	2%
RESIDENCE		LIMITED ENGLISH		RECIPIENT OF PUBLIC ASSISTANCE WITHIN LAST 90 DAYS	
DE	84%	Yes	5%	Yes	0%
MD	8%	No	91%	No	0%
PA	6%	No Response	5%	No Response	100%
NJ	2%				
MARITAL STATUS		EMPLOYMENT STATUS 90 DAYS PRIOR TO TRAINING PROGRAM			
Married	45%	Unemployed	0%		
Single	50%	Employed Part Time	0%		
Single Parent	3%	Employed by This Employer	89%		
Other	2%	Employed by Other Employer	5%		
		No Response	6%		

Additional Program Reports

Coastal Zone Conversion Permit Act

Economic activity enabled in FY '20 by the Coastal Zone Conversion Permit Act: None

The CZC Permit Act allows for the responsible redevelopment of 14 legacy industrial sites in the coastal zone with the intention of creating new jobs and providing environmental clean-up of those legacy sites along the Delaware coast.

In FY '20 DNREC published the necessary regulations for the issuance of conversion permits under the Act, which can be viewed at: www.dnrec.alpha.delaware.gov.

Delaware Angel Investor Tax Credit

The Angel Investor Tax Credit had one new certified investor and one new certified business in FY '20.

The Division of Small Business administers the Angel Investor Tax Credit, which Gov. Carney signed into law in May 2018.

The statute created a 25 percent refundable tax credit for investors who put in at least \$10,000 (for individuals) or \$30,000 (for funds) in Delaware-based companies in high-tech fields, including aerospace, biotech and fintech.





Office of Supplier Diversity

The mission of the Office of Supplier Diversity is to expand economic opportunities for businesses owned by minorities, women, veterans and individuals with disabilities along with businesses of a unique size by supporting their efforts to compete for contracts with state agencies. This is done through advocacy efforts, connecting business owners with resources and OSD certification. The certification provides more visibility for businesses, particularly with under-threshold spend opportunities.

In September 2019 the Office of Supplier Diversity moved from the Office of Management & Budget to the Division of Small Business. During this transition, it was discovered that 77 percent of the businesses listed as “active” in the OSD certified database were in fact not. Out of 2,151 “active” businesses, certifications for 1,684 had expired (as far back as 2011), leaving only 467 certified businesses. All affected businesses received outreach to notify them they needed to reapply for certification to remain in the OSD database. By the end of FY '20, there were 791 certified vendors. The directory of certified businesses can be

found on the OSD website, delbiz.com/osd.

Although OSD is now part of DSB, OSD and OMB’s Government Support Services (GSS) continue to work together to educate the vendor community on how to do business with the state. The GSS Contracting Unit offers training events known as “Vendor Day – How to Do Business with the State of Delaware”. The session, held throughout the state, provides valuable education to vendors about the state’s procurement process, procedures and expectations.

Moreover, with “Contracts to Watch” Government Support Services, educated businesses in deciding which contracts to monitor and when. And the Contracting Unit hosts frequent informal meetings to facilitate the gathering and sharing of information related to statewide contracts that are approaching a critical decision point: extend or create and advertise a new solicitation. Business owners and leaders can share information on either the efficiencies of the existing contract or trends in related market sectors.

Not all entities are required by Delaware Code to use State contracts, including schools, fire departments and municipalities. Therefore, vendors are eligible to market directly to these groups. The Contracting Unit maintains a list of

those other procurement officials with contact information at MyMarketplace.

During FY '21 OSD will be working to develop an online application portal to make the certification process more efficient, which will save applicants time and allow them to obtain real-time updates on their application status. OSD will also continue working with the Office of the Governor on an executive order to rescind the current order creating the office. Changes and updates proposed include changing the size and expanding the role of the Governor's Supplier Diversity Council.

Supplier Diversity & Small Business Community Spend Snapshot

Of the \$11.3 billion the State of Delaware spent in FY '20, 4% was spent with the Diverse Business and Small Business community. A quarter of that went to OSD certified businesses.

The chart below breaks down that spending, which totaled \$471 million, and compares it to spending in FY '19.

Spend Type	FY '19	FY '20	% change
Direct spend with OSD Certified + W9 + DSHA	\$ 180,017,607	\$ 195,701,073	8.7%
Indirect spend. Tier II	\$ 29,087,630	\$ 31,161,031	7.1%
Total Supplier Diversity spend (include W9, OSD & Tier II)	\$ 209,105,237	\$ 226,862,105	8.5%
Direct spend with SBF Certified	\$ 12,549,189	\$ 16,335,092	30.2%
Direct spend with W9 small firms	\$ 241,120,545	\$ 227,713,457	-5.6%
Total Small Business spend (include W9 & SBF)	\$ 253,669,734	\$ 244,048,548	-3.8%
Total (direct and indirect, all diverse & small)	\$ 462,773,971	\$ 470,910,653	1.8%



FY '20 Scorecards

The FY '20 annual total spend was \$471 million with the Supplier Diversity community (OSD + SBF) - a combined increase of 1.8% over FY '19.

Using data from First State Financials (FSF), JP Morgan, DSHA contracting reports, State Agency & GSS Tier 2 reports and DelDOT Subcontractor reports, the score cards capture annual spending by State agencies and school districts/charter schools with diverse and small businesses.

In addition to looking at direct spend with OSD Certified firms and with W9 self-identified diverse firms, the scorecards explore spend with OSD Certified firms and W9 self-identified firms including a combined calculation of spend with OSD Certified and W9 Self-identified firms.

The scorecards report discretionary spend and provide a calculation of the percent of diverse (OSD + W9) spend as compared to the same

agency's total discretionary spend.

Similar calculations are reported for small business spending within each agency on the second scorecard.

Agencies Diverse Spend Scorecard

Of the \$226.9 million the State spent with the diverse business community in FY '20:

- 42 percent was direct with certified OSD businesses
- 14 percent was indirect with Tier II
- 44 percent was with W9 self-identified diverse firms

Six agencies accounted for 76 percent of the annual spend with the diverse community – Education, Health & Social Services, Corrections, DelDOT, Finance and Executive.

Agency	OSD Certified FY '20	% of OSD Spend	W9 Self Certified FY '20	% of W9 Spend	OSD + W9 Spend	Total Annual Agency Spend	OSD + W9 % Agency Annual
Education	\$31,419,400	33.0%	\$47,068,434	46.9%	\$78,487,834	\$794,441,696	9.9%
Correction	\$12,290,981	12.9%	\$362,557	0.4%	\$12,653,538	\$103,036,185	12.3%
DHSS	\$10,979,406	11.5%	\$13,568,253	13.5%	\$24,547,659	\$2,882,665,823	0.9%
Executive	\$7,062,097	7.4%	\$2,147,939	2.1%	\$9,210,036	\$506,817,354	1.8%
Technology	\$6,903,259	7.2%	\$193,023	0.2%	\$7,096,282	\$38,085,051	18.6%
DelDOT	\$4,736,683	5.0%	\$6,457,247	6.4%	\$11,193,930	\$720,235,552	1.6%
DNREC	\$3,630,674	3.8%	\$3,809,461	3.8%	\$7,440,134	\$119,928,545	6.2%
Labor	\$3,079,747	3.2%	\$1,433,822	1.4%	\$4,513,569	\$35,405,183	12.8%
Higher Education	\$2,951,991	3.1%	\$1,990,652	2.0%	\$4,942,643	\$219,661,476	2.3%
Housing Authority	\$2,838,574	3.0%	\$0	0.0%	\$892,939	\$11,927,254	7.5%
DSCYF	\$2,496,160	2.6%	\$3,738,145	3.7%	\$6,234,305	\$114,886,276	5.4%
State	\$2,438,409	2.6%	\$3,187,049	3.2%	\$5,625,458	\$84,232,065	6.7%
Natl Guard	\$1,778,707	1.9%	\$1,465,368	1.5%	\$3,244,075	\$36,764,180	8.8%
DSHS	\$764,961	0.8%	\$1,138,464	1.1%	\$1,903,425	\$92,719,187	2.1%
Finance	\$521,023	0.6%	\$10,202,370	10.2%	\$10,723,394	\$290,783,657	3.7%
Other Elective	\$350,788	0.4%	\$1,136,301	1.1%	\$1,487,089	\$131,435,573	1.1%
Judicial	\$350,718	0.4%	\$956,017	1.0%	\$1,306,735	\$14,700,807	8.9%
Elections	\$212,960	0.2%	\$103,620	0.1%	\$316,579	\$4,958,903	6.4%
Legal	\$176,670	0.2%	\$1,103,520	1.1%	\$1,280,190	\$12,596,475	10.2%
Legislative	\$141,719	0.2%	\$59,524	0.1%	\$201,243	\$3,317,444	6.1%
Human Resources	\$95,351	0.1%	\$29,714	0.0%	\$125,065	\$13,236,224	0.9%
Fire	\$35,678	0.0%	\$8,739	0.0%	\$44,417	\$6,493,236	0.7%
Agriculture	\$34,929	0.0%	\$224,969	0.2%	\$259,899	\$41,886,638	0.6%
Exceptional Citizens	\$0	0.0%	\$25,000	0.0%	\$25,000	\$48,914	51.1%
Total	\$95,290,885		\$100,410,189		\$193,755,438	\$6,280,263,698	3.1%

Agencies Small Business Spend Scorecard

Of the \$244 million the State direct spent with the small business community in FY '20:

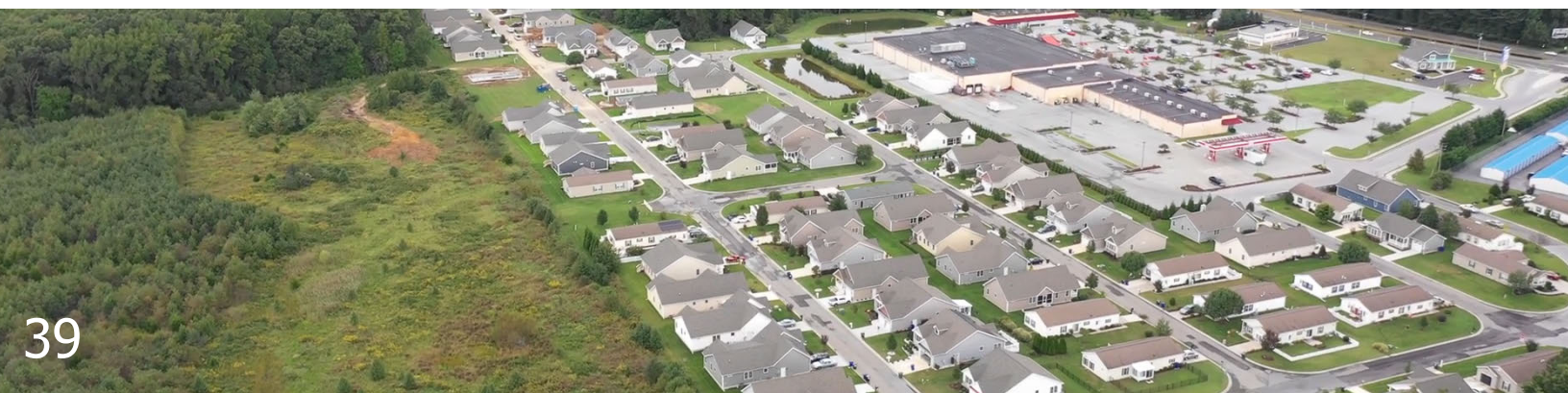
- 7 percent was with certified SBF vendors
- 93 percent was with W9 self-identified small firms

Five agencies accounted for three-quarters of the annual spend with the small business community – Education, Health & Social Services, Finance, DelDOT and Corrections.



Agency	SBF Certified FY '20	% of SBF Spend	W9 Self Certified FY '20	% of W9 Spend	SBF + W9 Spend	Discretionary Spend	SBF + W9 % Agency Annual
Education	\$9,107,272	55.8%	\$84,227,617	37.0%	\$93,334,889	\$794,441,696	11.8%
Executive	\$1,702,843	10.4%	\$8,403,620	3.7%	\$10,106,463	\$506,817,354	2.0%
DelDOT	\$1,245,064	7.6%	\$17,796,583	7.8%	\$19,041,647	\$720,235,552	2.6%
DHSS	\$1,047,348	6.4%	\$28,771,111	12.6%	\$29,818,458	\$2,882,665,823	1.0%
Higher Education	\$815,671	5.0%	\$3,310,583	1.5%	\$4,126,254	\$219,661,476	1.9%
DNREC	\$553,868	3.4%	\$6,756,280	3.0%	\$7,310,149	\$119,928,545	6.1%
Correction	\$440,991	2.7%	\$12,396,926	5.4%	\$12,837,917	\$103,036,185	12.5%
DSCYF	\$366,597	2.2%	\$5,101,097	2.2%	\$5,467,694	\$114,886,276	4.8%
DSHS	\$331,176	2.0%	\$4,557,890	2.0%	\$4,889,066	\$92,719,187	5.3%
State	\$287,974	1.8%	\$8,230,395	3.6%	\$8,518,369	\$84,232,065	10.1%
Natl Guard	\$96,617	0.6%	\$287,395	0.1%	\$384,012	\$36,764,180	1.0%
Labor	\$94,178	0.6%	\$5,476,101	2.4%	\$5,570,279	\$35,405,183	15.7%
Finance	\$86,647	0.5%	\$27,414,778	12.0%	\$27,501,425	\$290,783,657	9.5%
Elections	\$73,807	0.5%	\$2,343,101	1.0%	\$2,416,907	\$4,958,903	48.7%
Judicial	\$43,904	0.3%	\$1,544,596	0.7%	\$1,588,500	\$14,700,807	10.8%
Legislative	\$10,722	0.1%	\$793,367	0.3%	\$804,090	\$3,317,444	24.2%
Technology	\$10,015	0.1%	\$4,377,222	1.9%	\$4,387,238	\$38,085,051	11.5%
Fire	\$9,185	0.1%	\$107,536	0%	\$116,721	\$6,493,236	1.8%
Agriculture	\$4,829	0%	\$383,561	0.2%	\$388,390	\$41,886,638	0.9%
Legal	\$2,824	0%	\$3,212,077	1.4%	\$3,214,901	\$12,596,475	25.5%
Human Resources	\$2,213	0%	\$277,711	0.1%	\$279,924	\$13,236,224	2.1%
Other Elective	\$1,138	0%	\$1,918,540	0.8%	\$1,919,678	\$131,435,573	1.5%
Exceptional Citizens	\$207	0%	\$25,368	0%	\$25,575	\$48,914	52.3%
Housing Authority	\$0	0%	\$0	0%	\$0	\$11,927,254	0%
Total	\$16,335,092		\$227,713,457		\$244,048,548	\$6,280,263,698	3.9%

Note: Prior to FY19, OSD compared spend with small (and diverse businesses) by each Agency to the total spend of those agencies. Total spend included both non-discretionary spend and discretionary spend. The Total Spend comparison has been replaced, to remove the account codes where buyers and procurement officers do not have a choice; removing the non-discretionary account codes and related spend.





DOE & School Districts Spend Scorecard

School districts spent \$28 million with the certified Supplier Diversity community in FY '20. This represents an 12 percent increase in spend when compared to FY2019.

District	FY '20	% of Spend
Appoquinimink	\$ 7,227,559	26.0%
Brandywine	\$ 5,513,703	19.9%
Cape Henlopen	\$ 5,323,105	19.2%
Red Clay	\$ 4,063,347	14.6%
Christina	\$ 2,622,859	9.4%
Colonial	\$ 937,672	3.4%
New Castle VoTech	\$ 439,461	1.6%
Indian River	\$ 344,818	1.2%
Laurel	\$ 277,440	1.0%
Caesar Rodney	\$ 199,938	0.7%
Seaford	\$ 177,245	0.6%
Lake Forest	\$ 158,317	0.6%
Capital	\$ 151,303	0.5%
Smyrna	\$ 84,318	0.3%
Milford	\$ 75,014	0.3%
Woodbridge	\$ 67,909	0.2%
Sussex Tech	\$ 58,888	0.2%
Polytech	\$ 40,511	0.1%
Delmar	\$ 2,050	0.0%
Total	\$ 27,765,456	





DOE & Charter Schools Spend Scorecard

Charter Schools spent \$3 million with the certified Supplier Diversity community in FY '20. This represents a 28 percent increase in spend when compared to FY '19.

Charter School	FY '20	% of spend
First State Montessori Academy	\$ 908,949	29.5%
Newark Charter School	\$ 282,763	9.2%
MOT Charter School	\$ 203,214	6.6%
Thomas A. Edison Charter School	\$ 185,083	6.0%
Las Americas ASPIRA Academy	\$ 180,987	5.9%
Family Foundations Academy	\$ 164,095	5.3%
Kuumba Academy Charter School	\$ 161,307	5.2%
Margaret Sterck School	\$ 128,223	4.2%
Great Oaks Charter School	\$ 126,556	4.1%
Odyssey Charter	\$ 111,457	3.6%
East Side Charter School	\$ 104,905	3.4%
Freire Charter School	\$ 88,684	2.9%
Academia Antonia Alonso	\$ 70,315	2.3%
Sussex Academy of Arts and Sciences	\$ 60,239	2.0%
Delaware Military Academy	\$ 51,499	1.7%
Gateway Lab School	\$ 50,627	1.6%
Providence Creek Academy Charter School	\$ 40,307	1.3%
Positive Outcomes Charter School	\$ 37,924	1.2%
John S. Charlton School	\$ 32,564	1.1%
First State Military Academy	\$ 30,317	1.0%
The Charter School of Wilmington	\$ 23,049	0.7%
Academy of Dover Charter School	\$ 21,400	0.7%
Campus Community School	\$ 7,228	0.2%
Howard T. Ennis Sr. Trainable School	\$ 6,904	0.2%
Early College High School	\$ 6,692	0.2%
Delaware Design Lab HS	\$ 683	0.0%
Delaware Academy of Public Safety & Security	\$ -	0.0%
Total	\$ 3,085,970	

Subcontracting & Tier II Report

Subcontracting work is not performed directly with the State. Rather, it is when an awarded vendor has subcontractors and suppliers working for them in their overall performance for the State. The Awarded vendor is responsible for all work. The State requires awarded vendors to provide a Tier II report showing the diversity information for any subcontractor or supplier that is a certified vendor in

the performance of State work.

Tier II is indirect spend, meaning that the spend is not direct from the State to the Tier II vendor. Instead, it is paid to an awarded contractor and then that contractor pays the diverse vendor in their supply chain. The awarded contractor reports on these activities to the State.

Overall, the State spent \$31 million with Tier II vendors, an increase of 7 percent from FY '19 to FY '20.

Diverse	FY '19	FY '20	% change
DelDOT DBE Subcontracting	\$25,945,060	\$28,081,956	8.2%
GSS & State Tier II	\$ 3,142,570	\$ 3,079,076	-2.0%
Total	\$29,087,630	\$31,161,031	7.1%

A Note on Spend Types

It is important to be aware that agencies frequently have both one-time and regular-need spending. Some large spend increases are often attributable to one-time spend rather than regular-need spend.

One-time spend usually involves Capital Budget activities for physical property owned by the State or agency, such as the construction of a school, housing, or other government building. It may also include costs to cover a survey or an analysis of current services.

Regular-need spend is the on-going needs of the State and agencies in usual operations. It is primarily managed in the GSS central contracts (such as office supplies; school supplies; laboratory supplies; public and life safety supplies and services; maintenance and for buildings plumbing supplies and tools; food and beverage; fuel; technology hardware, software, and services; and much more). However, it can also be managed in specific agency contracts.

GSS central contracts and agency contracts are posted in MyMarketplace.



Contact Us

The Division of Small Business team is knowledgeable, experienced and ready to help. Contact us today!

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Supplier Diversity Director - Shavonne White
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